

Message Text

UNCLASSIFIED

PAGE 01 CARACA 08805 202251Z

55

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

AID-05 /030 W

----- 081189

R 202205Z JUL 76

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 4028

UNCLAS CARACAS 8805

FOR COMMERCE MEPD

E.O. 11652: N/A

TAGS: BENC, VE

SUBJECT: MAJOR PROJECT: RAILROAD

REF: STATE 178823

PULLMAN/PARSONS/MKT HAVE ALL BEEN IN CONTACT WITH COMMERCIAL ATTACHE REGARDING PROPOSED VISIT BY OFFICIALS OF EACH COMPANY TO CARACAS JULY 26 THROUGH 30. MEETINGS HAVE BEEN ARRANGED WITH DR. AGOSTINI AND DR. LYON LUCCHESI, PRESIDENT AND SECRETARY GENERAL RESPECTIVELY OF RAILROAD INSTITUTE, TO DISCUSS BIDDING PROCEDURES. CONSORTIUM HAS REQUESTED COMMERCIAL ATTACHE ACCOMPANY ON VISIT.

2. CONSORTIUM OF OPINION THAT FIXED COST BIDDING REQUIRED BY RAILROAD INSTITUTE IS INCONSISTENT WITH GENERAL ECONOMIC SITUATION WORLDWIDE AND WOULD PREFER TARGET ESTIMATE BIDDING FOR PROJECT OF THIS MAGNITUDE.

3. IT IS POSSIBLE THAT GERMAN AND ITALIAN CONSORTIA MAY HAVE SAME VIEW OF FIXED PRICE BIDDING AS US CONSORTIUM.

4. COMMENT - INASMUCH AS BULK OF 10 FIRMS BIDDING ON THIS PROJECT ARE STATE-OWNED ENTERPRISES OF THE VARIOUS INTERESTED NATIONS IT IS DOUBTFUL THAT BIDDING PROCEDURES COULD BE CHANGED WITHOUT CONSENSUS AMONGST BIDDERS. INASMUCH AS RISKS
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 CARACA 08805 202251Z

ARE LESS IMPORTANT TO GOVERNMENT ENTITIES THAN TO COMMERCIAL

FIRMS, FIXED PRICE BIDDING MAY NOT BE AS IMPORTANT TO MOST
OF THE BIDDERS. NEVERTHELESS THE EFFORT BEING MADE TO CHANGE
THE BIDDING TERMS IS WORTHWHILE.
ASENCIO

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976CARACA08805
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760279-0880
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760742/aaaabkkg.tel
Line Count: 65
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 178823
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 08 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 APR 2004 by ThomasVJ>; APPROVED <27 JAN 2005 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: RAILROAD
TAGS: BENC, VE
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006